Quarterly Newsletter | Issue 3 July - September 2020

ESCO MEDICAL Life has begun

MedNews

If you want to know more...

"Tomorrow's IVF Laboratory": A Peek into the Future

Another edition of the annual ESHRE Meeting has culminated, and although it was done virtually, it was still a success. Esco Medical managed to participate in the online exhibit and to some of us; we were able to catch up with some scientific sessions inside the comfort of our own homes (and offices).

One particular session that tickled our interest is about ***"Tomorrow's IVF Laboratory"***. Each session have several speakers who discussed specific topics. Notable discussions I find really thought-provoking and remarkable as a product specialist are the topics on *"The IVF of 2030"* and *"Automation in ART and the future of time-lapse technology"*.

As part of a company who offers innovative IVF solutions in the laboratory, these topics are indeed timely and relevant. Here is a summary of these two talks.

"The IVF of 2030": Discussed by Dean Morbeck, the scientific director for Fertility Associates and is a lecturer at the University of Auckland, New Zealand.

According to Dr. Morbeck, one promising concept is an "Automated IVF-in-a-Box". As we become more advanced, the idea of automation has been constantly talked about in almost every field. It is believed that automation promises consistency, safety, reliability (without the need for more extensive training for embryologists), and with the intention to improve access to care. Despite being automated, this kind of technology will not eliminate the need for an embryologist. However, one primary issue that could possibly hinder its acceptance is the obvious cost or affordability.

Dr. Morbeck also noted that the innovation we have seen in IVF the past years have had varying impacts, ranging from those processes that have become key game changers in the field as they have improved implantation rates (like ICSI, blastocyst culture, and agonist ovulation triggers) to those concepts that are deemed struggling like that of gamete selection, and time-lapse.

He also mentioned that time-lapse (TL) technology is a better platform for embryo culture and has benefits beyond embryo selection. Some of these benefits he highlighted include the following: TL provides more information with less handling leading to a more stable environment, which is an advantage to clinics that overload or over-handle embryos; it is laboratory efficient, has robust KPIs and has readily available data. Another benefit is that the use of TL contributes to patient education by allowing shared experience with the patient. TL has better quality control. Its most relevant benefit is how it standardizes one practice and provides platform for innovation, like that of AI (for optimal embryo development), and non-invasive imaging.

Esco Medical takes pride of its MIRI® Time-Lapse Incubator -- a multiroom incubator with a built-in camera and microscope. The MIRI® Time-Lapse Incubator provides high quality time-lapse images of embryos developing in "real-time" without having to remove the embryos from the safety of the incubation chamber for manual microscopy. Time-lapse embryo monitoring provides detailed morphokinetic data throughout embryo development, which is not available on routine spot microscopic evaluation. This allows all important events to be observed, helping to identify healthy embryos with the highest probability of implantation, with the aim of achieving higher pregnancy rates.

Other predictions Morbeck mentioned in his talk include the following:
1. *In vitro* maturation (IVM) will become a tool for selected patients. IVM is an assisted reproductive technology which involves collection of eggs from a woman before they mature, and undergo maturation process in lab.

Continue reading to page 2

Inside Story

"Tomorrow's IVF Laboratory": A Peek into the Future

Continued from Page 1.

2. The overall quality of culture systems will greatly improve through dynamic quality control and machine learning.
3. Cleavage stage transfer and vitrification retursn as part of ART arsenal.
4. The cost of IVF will likely increase with automation but a significant increase in effectiveness and safety would be noted.

"Automation in ART and the future of time-lapse technology": with Ioannis Sfontouris as speaker. Dr. Sfontouris is the director of Eugonia's Embryology Lab in Athens, Greece. He has more than 19 years of experience in the field of Assisted Reproductive Technology.

According to Dr. Sfontouris, automation is needed for several reasons like saving time, improving laboratory workflow, increasing assessment accuracy, procedure efficiency, and reducing errors.

Automation in IVF is actually not very new as in today's world. IVF clinicians and embryologists have been using some of these tools already in their practice. Some of these automated technologies include robotics ICSI (for sperm immobilization, aspiration, and insertion into oocyte), microfluidics (for sperm analysis and selection modalities), vitrification, robotic cryostorage, and time-lapse.

He also emphasized on "automated vitrification" – a robotic system for automated equilibrium of oocytes and embryos in cryoprotectant solutions where factors like temperature, volume and concentration can be controlled during vitrification process. *(Esco Medical is on its way to developing its own AuVis -- Automatic Vitrification Unit System -- that will make a time-lapse image file of the vitrification of the actual oocyte or embryo.)*

Lastly, Dr. Sfontouris accentuated that time-lapse technology is the "ideal automation partner." His discussion on TL gave emphasis on the things one has to cogitate in choosing TLT system. Factors like cost, capacity, humidity, gas mixing, culture media, lab workflows, algorithm, type of microscopy, pH monitoring, and the software – are considerations one must take into account.

As one of the authors of the ESHRE published article on "Good practice recommendations for the use of time-lapse technology", Dr. Sfontouris further talked about these commendation covering clinical and technical aspects of introducing time-lapse in the IVF lab.

Interestingly, Dr. Sfontouris mentioned the current problems of TLT study designs. These include the incubator and the embryo selection software, which are not always distinguished in studies. Moreover, he said that microfluidics is promising as it can possibly be combined with TLT – a concept not yet fully explored and thus, probably the future of IVF lab.

True enough, scientific advancement in the field of embryology is a vast possibility. And we at Esco Medical is just as excited to develop more ground-breaking and forward-thinking solutions for the betterment of our clients.

In behalf of Esco Medical team, we extend our utmost gratitude to the organizers of ESHRE and to all customers who have visited our online exhibit.

By: Mark Lester Sotelo
Esco Medical Product Specialist

The Promise of Artificial Intelligence (AI) in Embryo Selection

Will new AI-directed embryo selection truly improve outcomes, like result in pregnancy and live birth, or will it only hasten the implantation process?

Technological advancement is a continuously evolving process and is observed through everything with enough scientifically-backed data. This can also be said with IVF throughout the years with the birth of Preimplantation Genetic Testing (PGT) and Intracytoplasmic Sperm Injection (ICSI) in the past.

AuVis

Today, IVF is leaning more into non-invasive technologies for assessment of embryos with time-lapse technology and now with the development of Artificial Intelligence (AI) for various procedures. These include egg, sperm, and embryo assessment as predictors for successful live birth outcomes. Esco Medical also has its own AI technology in development, the AuVis or Automated Vitrification Systems.

Embryo selection is an expected beginning for the application of AI in the field of IVF, hence it has piqued the interest of a vast number of embryologists. The question remains on the efficiency and reliability of AI in attaining a successful live birth. This has been discussed by Dr. Alejandro Chavez-Badiola on a webinar entitled "Artificial Intelligence and Embryo Ranking" where he displayed his data on the results of their AI compared to that of their embryologist using a different approach. The data showed that the AI performed better in terms of ranking the blastocysts which resulted to live birth. He also mentioned that with AI, it has to have a large database with enough historical data to come up with a high probability prognosis on the embryos for ranking.

Truly, AI provides an objective way of embryo selection to guide our embryologists or IVF clinicians to come up with an efficient decision on choosing which embryos will give the best results.

Esco Medical with its very own MIRI® Time-Lapse Incubator will soon have this kind of AI technology that will give our customers the same benefits and provide them with a more in-depth analysis of the embryos.

Q&A with Dr. Morne de la Rey

The Northern Rhinos need our help! – Hopes of reproducing a herd of Northern Rhinos when there are only two females left on the planet. Sudan, the world's last male northern white rhino, died in March 2018 at a wildlife preserve in Kenya. Now the planet is left with only 2 female white rhinos, Najin and Fatu, and neither of them can carry a pregnancy. It seemed to be the end of the kind. Sad story.

Dr. Morné de la Rey with Sudan, the last Northern white rhino in the earth, in its last moment, after it contracted incurable infections in 2018.

Dr. Morné de la Rey, a South African veterinary surgeon and embryo transfer specialist, is part of the international collaborative team working to revive Northern white rhinos with *In vitro* fertilization. The Esco marketing team managed to have an interview with Dr. Morné de la Rey.

There are very few embryologists dedicated to working in reviving wildlife species with assisted reproductive technologies. What circumstances led you to this interesting work?

Dr. De la Rey: I grew up in Africa and we have a passion for wild animals and of course passion for endangered species. My father was a veterinary surgeon. He started working on cattle and then Cape Buffalo embryo flushing, which is an older technique compared to IVF, 40 years ago. I started my work on cattle reproduction and gradually worked more and more on wildlife. My early work was to work on artificial insemination of sable antelopes in the early 90s. Then my team managed to clone a calf in 2003, the first animal in Africa. In 2016, we managed to reproduce Cape Buffalo with *In vitro* fertilization, the first in the world. For the past few years, our team has been exploring ways to reproduce northern white rhinos by researching on *In vitro* fertilization of southern white rhinos.

How to revive the northern rhinos when there are no males left and only two females living on the earth?

Oocytes extracted from live white rhino Katrien. Fertilization with frozen rhino sperms through ICSI (left) Embryo Incubation in embryo incubator (right) before transfer

Dr. De la Rey: We are developing IVF on Southern rhinos, to study and optimize the complete procedure until embryo transfer to achieve success on Southern Rhino, so they can eventually be the surrogates to carry northern rhino embryos. The procedure entails the following steps: (1) collect oocytes from live rhinos with specialized probes, (2) mature the eggs In vitro culture, (3) fertilize them through ICSI using frozen-thawed sperm, (4) culture the fertilized embryos until blastocysts stage, and (5) transfer the blastocysts back to a female rhino.

What is the most rewarding part of your work?

Dr. De la Rey: There are many rewards. Of course, the ultimate goal is to save rhinos. I am passionate about wildlife. I am working on ways to harvest oocytes from live rhinos. So far, only me and another scientist in Germany have been doing rhino OPUs, so I spent quite some time designing specialized probes to harvest oocytes from rhinos. It took us 4 years to develop a probe with which we are getting good results in retrieving oocytes. I call this model 13.7.

Oocytes harvesting probe designed to fit rhino's anatomy (top).

Ultrasound of a rhino ovary with multiple follicles containing egg cells. It must be aspirated (left)

Continue reading to page 4

Q&A with Dr. Morne de la Rey

Continued from Page 3.

Dr. Morné de la Rey and his team working on harvesting rhinos oocytes with the probe (right).

You also get to develop ways to mature the eggs and culture the embryos. Rhinos' body temperature varies between 35 °C to 37 °C. So we need to experiment to figure out what temperature works best for rhino egg maturation, fertilization, and embryo incubation. We are also collaborating with San Diego Zoo Global and their support is remarkable.

It is all about passion.

Compared to human *In vitro* fertilization, which already has widely established protocols and guidelines to follow, your work seems to be challenging and open-ended. So share with us what for you is the most challenging part of rhino IVF.

Dr. De la Rey: As you pointed out, there are no established protocols or guidelines on rhino IVF. So we need to develop our tools and protocols using Southern rhinos as a proxy, you cannot just Google it or order the equipment online. I have been doing animal-assisted reproduction research for the past 30 years and that is my passion and I enjoy it despite the lack of resources. But the biggest issue is funding. While there are wildlife conservation funds available, those funds are normally available for species on the brink of extinction. By then, it is normally too late, like the northern white rhinos whereby the world is left with 2 females and some frozen sperm from a male. We could have a much higher chance to bring success in Animal IVF if we start working on

them when there is still a sizable number.

What do you wish to tell the audience and our fellow embryologists?

Dr. De la Rey: I hope to raise more awareness on our cause, and to continue working on ground-breaking assistive reproductive technologies to ensure the indefinite survival of white and black rhinos. I hope we can, at the end of the day, proudly tell our kids that as embryologists, we have done a good job playing our part in preserving the species for future generations to come. If you are interested in working or collaborating on some of the projects we do, please do not hesitate to contact me. Contributions can be made to our research fund. Every donation to our research fund is also a great help in preserving those species for our children. Please see our website, IG or FB here: *https://rhinorepro.org/* or scan QR code. Please share and spread the word around the world.

Words from Esco South Africa team:
The funding for IVF research on endangered wildlife species in Africa is limited. Even for South Africa, which is one of the more developed countries in Africa, funding is still a big issue. It would be great to inform our global audience who are passionate about wildlife preservation to be aware of Dr. de la Rey's work. Please approach Dr. de la Rey if you wish to work on some projects or collaborations. Our Esco team also donated a MIRI® embryo incubator to Dr. de la Rey's lab, to show that we support this cause. We are inviting Dr. de la Rey for a webinar (date to be released soon), as we believe in his brevity and creativity of doing important yet challenging work on saving Rhinos through IVF.

USA IVF Lab Equipment Installations
from July 20th thru July 24th

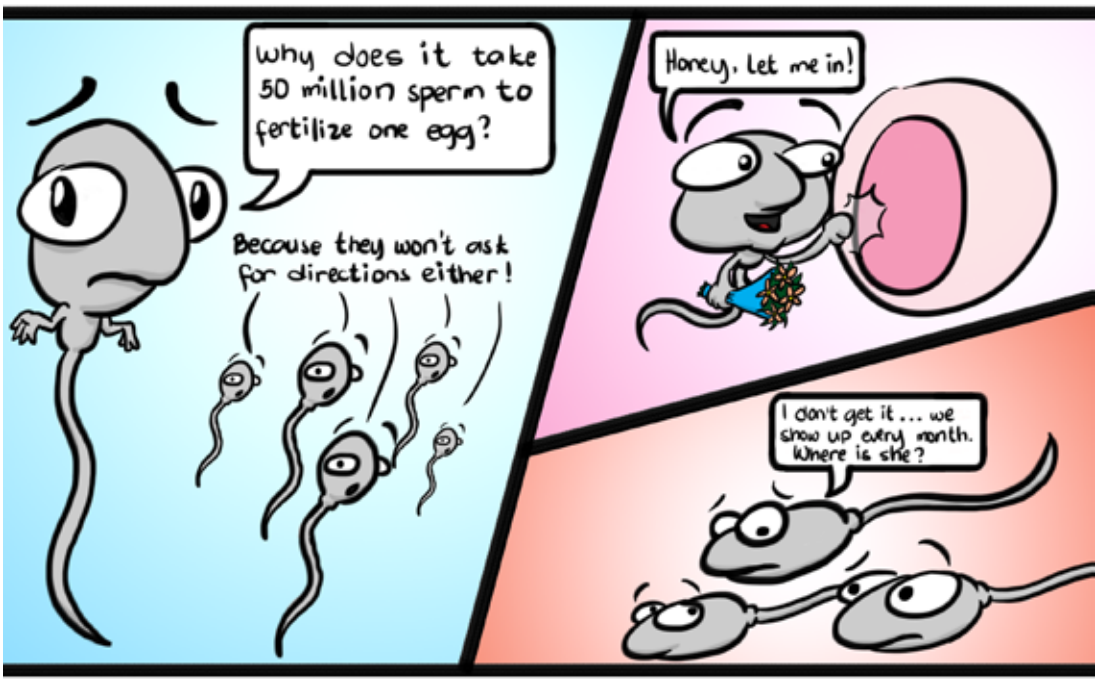


July 20-21st: Piedmont Reproductive Endocrinology
Group P.R.E.G. - Greenville
17 Caledon Court, Ste. C, Greenville, SC 29615
Equipment: Installed 1 New MIRI® with SAFE Sens, and a new drawer stacking frame.


July 21-22nd: Piedmont Reproductive Endocrinology
Group - P.R.E.G. West Columbia
2324 Sunset Blvd., West Columbia, SC 29169
Equipment: Installed 2 New MIRI® with SAFE Sens.

July 23-24th: Piedmont Reproductive Endocrinology
Group - P.R.E.G. Mount Pleasant
1280 Hospital Drive, Suite 300, Mount Pleasant, SC 29464
Equipment: Installed 2 New MIRI® with SAFE Sens.

IVF
Humor



Esco and its "Trace, Test, and Treat Platform"

Health care professionals and biopharmaceutical companies worldwide are working at full capacity the past couple of months. Medical workers have been untiringly treating an increasing number of COVID-19 infected patients, while researchers and scientists are determinedly (and quickly) conducting various experiments to develop the right COVID-19 vaccine. A handful of volunteers and other frontline personnel are delivering essential goods and services to vulnerable people. These noble and selfless acts of people around the globe have become sources of inspiration to everyone, that one day, we ultimately survive this pandemic.

Esco, a world leading manufacturer of laboratory and biopharma equipment, and IVF medical devices, through the years have been offering tailored solutions that fit the needs of different industries. With the occurrence of the COVID-19 pandemic, a number of companies worldwide has become more assertive in coming up with innovative solutions that could contribute to the control of the spread of the disease through stringent healthcare system protocols that include comprehensive mass testing, therapeutics, and vaccine formulation studies.

Esco and its independent CDMO subsidiary, Esco Aster, takes pride in being an innovation - and solutions-oriented body, backed with experienced engineers and scientists in the pharmaceutical and biotechnological sectors. Since the time patient zero was made known in Singapore last January 23, Esco Aster was kept up-to-date with efforts to control the then looming pandemic. In view of the current situation, Esco Aster is working together with its collaborators to develop a diagnostic and therapeutic platform against COVID-19.

Being an advocate of diagnostics, vaccines, and pandemic therapeutics self-sufficiency, Esco promotes a **"trace, test, and treat platform"** to make mass testing possible, to actively isolate and to treat COVID-19 positive patients. This approach aims to avert further risk for community spread. With this intention, an end-to-end platform was developed to diagnose and treat the disease.

TRACE, TEST

The end-to-end platform commences with the use of wheelchairs (Fig.1) and stretchers (Fig.2) designed to effectively contain and transport the person under investigation (PUI) into a dedicated emergency ambulance.

Fig. 1
Wheelchair containment

Fig. 2
Stretcher containment

The PUI/s is/are then transported to an external diagnostic tent equipped with the latest Esco diagnostic sampling booth.

Esco designed three types of COVID-19 mass testing booths:

Infectious Disease Diagnostic Sampling Booth™ (IDDSB™)

IDDSB™ provides airflow containment to capture and exhaust out aerosols from sputum expectoration, handling, sampling, or swabbing of asymptomatic carriers, PUIs, and COVID-19 positive patients. This sampling booth thus eliminates exposure risk to harmful aerosols/ airborne diseases. The unit can also be placed into a 20 ft. container with integrated biodecontamination systems utilizing hydrogen peroxide and are pressure decay tested under BSL 3 criteria. With its installation flexibility, IDDSB™ can be deployed in SARI Satellite Screening Facility alongside mobile Dx for end-to-end workflow.

Mass Screening Swab Booth™

MSSB™ is designed for mass swabbing of asymptomatic carriers of the SARS-CoV-2 virus. The booth comes with an in-built air ventilation containment unit running in positive pressure (+ve) for healthcare worker protection and negative (-ve) pressure for the PUI's side. MSSB™ is also equipped with close passing of swabs and onboard space for optional systems such as cooler for cold chain, that stores swabs before they are transported to a nearby mobile or central diagnostic laboratory.

SSB™ for HCW

SSB™ for PUI (without glove ports)

SSB™ for PUI (with glove ports)

Streamline Swab Booth™ (SSB)

SSB™ is designed for the safe and efficient testing of persons under investigation (PUI) and persons under monitoring (PUM) with COVID-19 like symptoms. It comes either as a positive or negative single booth that can be utilized either indoors or outdoors with possibility for a IP55 rating (minimum). Streamline swab booths are constructed with electrogalvanized steel with Esco Isocide™ antimicrobial powder coating that can also withstand disinfection/biodecontamination processes.

In its trace stage, Esco designed and created three COVID-19 booths: Infectious Disease Diagnostic Sampling Booth™ (IDDSB™), Mass Screening Swab Booth™ (MSSB™), and Streamline Swab Booth™ (SSB™), with the goal of diagnosing all PUI with COVID-19-like symptoms in a short span of time while eliminating the risk of frontliners contracting the virus. With the booths' programmed pressurization (MSSB™ & SSB™: +ve for HCW and -ve for PUI booth; and for IDDSB™: -ve), strict airflow regime, partnered with stringent SOPs, Esco guarantees a safe and efficient mass testing in each community to trace and diagnose all asymptomatic carriers and Persons Under Investigation (PUIs) with COVID-19-like symptoms, to prevent further spread of the virus.

Furthermore, these booths are designed for repeat testing of COVID-19 positive patients, including sputum/lavage (saliva), thus, ensuring protection of the healthcare workers and the environment.

In order to meet global need in terms of diagnosis and treatment, Esco offers the Aster Xpress™ where end-to-end platforms are integrated into mobile containers (available in 10', 20', and 40' sizes).

Mobile Diagnostics Laboratory for Infectious Diseases

Such mobile diagnostic test laboratory is designed for virus-infected areas where specialized laboratory mechanical contractors are not present. These turnkey services make the diagnostic unit easy-to-deploy in situations where the medical provider desires to cover large areas and in situations where mobility of health services is desirable (through shifting demand). The Aster Xpress™ includes a complete set of equipment required in COVID-19 testing: Class II BSC, PCR cabinet, thermal cyclers, centrifuge, laboratory refrigerator and laboratory freezer, vortex shaker, autoclave, hand sink and eye wash station with integrated sterilization.

TREAT

Innovations under the treat platform aim to reduce healthcare-associated infections (HAIs), and bring about turnkey solutions to increase both patient and hospital treatment outcomes.

With the surge of COVID-19 patients, existing healthcare facilities have been experiencing shortage in treatment spaces. As a solution, Esco designed modular isolation rooms via the Esco Aster Airborne Infection Isolation (AIIR) Technology. This aims to provide turnkey treatment centers (Esco Aster TTC) to reduce public health system exhaustion. Products under the Esco Aster AIIR Technology ranges from a stand-alone quick install Makeshift Recovery and Treatment Isolation Room™ (MRTIR™) to rapid self-assembly kits, and isolation containers available as: Modular 20' Container, Modular 40' Container and Single 40' Container Premium.

Esco Aster is also working in partnership with collaborators on monoclonal antibody (mAb) antigen-based diagnostics and a chimeric-based vaccine, which are expected to have successful outcomes in the fight against SARS-CoV-2. These will be processed via in-house scalable single-use bioreactors prior to further formulation and filling.

Esco's Unending World-class and Worldwide Legacy

Esco Medical and the entire Esco Group of Companies will continue to work persistently to hasten the development and innovation for flattening the curve of this pandemic.

Organizational Chart of Esco Medical: Asia Team

	Position	Designation
Bangladesh		
Joyonta Banik	Deputy Manager, Lab & Medical	Medical Sales
Saiful Islam	Senior Sales Executive	Medical Sales
Tanvir Tauhid	Senior Project Engineer	Medical Service
Stany Goshami	Pre-sales Coordinator	Backoffice Support
Jolly Ahmed	Post-sales Coordinator	Backoffice Support
Md. Sazedur Rahman	BDM	Medical Service
China		
LI jianjun	Medical Sales	Medical Sales
Lei pengfei	Medical Sales	Medical Sales
Yang cheng	Medical Sales	Medical Sales
Cui ruwei	Medical Service	Medical Service
Chen changjun	Medical Service	Medical Service
Sun yingming	Medical Service	Medical Service
Li qiuyuan	Marketing Specialist	Backoffice Support
Wu junhua	Product Specialist	Backoffice Support
David Wang	BDM	Medical Sales
Hong Kong		
Janice Yap	BDM	Medical Sales
Arthur Tse	Service Engineer	Medical Service
Ng Kam Tong	Service Engineer	Medical Service
Indonesia		
Kelvin Lim	BDM	Medical Sales
Henry Chi	Sales Engineer	Medical Service

	Position	Designation
Bintan, Indonesia		
Astri	CSIS1 (Singapore, Latin America)	Customer Service
Nisa	CSIS2 (Malaysia, MENA)	Customer Service
Althea	CSIS3 (Europe, Germany, Austria, France, Italy)	Customer Service
Mehran	CSIS4 (Russia, East Africa, Indonesia, Myanmar)	Customer Service
Kendy	CSIS5 (China, HK, Taiwan, Macau, Taicang)	Customer Service
Aldrin	Africa	Customer Service
Yudha	Technical Specialist	Technical Specialist
Jonathan Olasiman	Service Engineer	Technical Specialist
Inggit	Senior purchaser (placing order to EMT Lithuania)	Order Processing
Japan		
Takeshi Matsumoto	Sales Manager	Medical Sales
Toshinori Baba	Service Engineer	Medical Service
Miho Yamaguchi	Communication	Backoffice Support
Malaysia		
Jason Tham	BDM	Medical Sales
Wendy Yong	Sales Manager	Medical Sales
Hafizah Sepei	Product Sales Specialist	Medical Sales

The New MAW 3-feet (0.9m) Model: Small Footprint, Big Benefits

Are you worried that your efficiency in the lab be affected because it has limited space? Yet the need for an essential workstation is inevitable.

Esco Medical launched the MAW 3-feet (0.9m) model, a scale down version of our existing Multi-Zone ART Workstation during the last week of July.

It is a reality that not all clinics and laboratories have ample space for their equipment. Most of the time, these technologies require a significant area for it to be accommodated. IVF laboratories with limited spaces may pose standard equipment installation problems.

So as not to compromise the equipment's quality and worth, Esco Medical is continuously transforming the features and design of its medical devices to fit and cater the needs of its clients. These include ingenious compact-sized design as seen in Mini MIRI® Dry and Humidified Incubators.

Likewise, Esco Medical came up with the new 3-feet model Multi-Zone ART Workstation (MAW) intended to have smaller dimensions that will fit in a small laboratory space.

So if you have a start-up IVF clinic conducting the usual IVF, ICSI or andrology procedures, and is concerned with your minimal space, Esco Medical's scale-down version of MAW is an outright solution. True enough that small footprint has big advantages.

About the product

Multi-Zone ART Workstation (MAW) is a laminar flow workstation with temperature control and humidified working environment. this workstation is intended for work with gametes and/or embryos at/or near body temparature conditions during *In Vitro* Fertilization (IVF) or Assisted Reproductive Technology (ART) treatments. The 3-feet model has the following specifications:

Nominal Size	0.9 meter (3 FT)
Internal Work area dimensions (width x depth x height)	955 x 500 x 710 mm (37.6" x 19.7" x 28.0")
External Dimensions without support stand (width x depth x height)	1035 x 640 x 1400 mm (40.8" x 25.2" x 55")
External Dimensions with "B" type support stand (width x depth x height)	1035 x 640 x 2160 mm (40.8" x 25.2" x 85")
Cabinet Construction	
Main Body	1.2 mm (0.05") gauge 18 electro-galvanized steel with White oven-baked
Work Zone	1.5 mm (0.6") gauge 16 stainless steel, grade 304
Side Walls	Tempered Laminated Glass
Shipping Weight	195 kg

Complete information about this model is found on our website. You can download the brochure at *http://esco-medical.com* or you could send us an e-mail at medical@escoglobal.com.

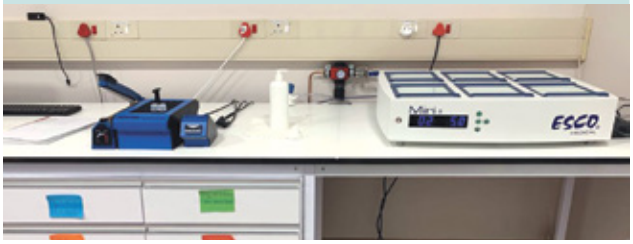
	Position	Designation
Malaysia (continued)		
Ashlyn Lim	Product Sales Specialist	Medical Sales
Ooi Ying Shing	Product Sales Specialist	Medical Sales
Fehzie	Service Engineer	Medical Service
Muaz	Service Engineer	Medical Service
Philippines		
Ninoy Cahayon	BDM	Medical Sales
Denver John Paolo Quiambao	Service Engineer	Medical Service
Regino Victorino	Service Engineer	Medical Service
Mark Lester Sotelo	Product Specialist	Medical Product Specialist
Reginald Agsalon	Marketing	Marketing
John Frederick Manalo	Application Specialist	Medical Product Specialist
Singapore		
Sam Chiang	Sales Executive	Medical Sales
Meghan Peng	Product Manager	Medical Product Specialist
Steve David Seow	Service Engineer Manager	Medical Service
South Korea		
Yoon Tae Hyun	Sales Team	Medical Sales
Mark Lance Terrible	Service Engineer	Medical Service
Keum Moon Seop	Service Engineer	Medical Service

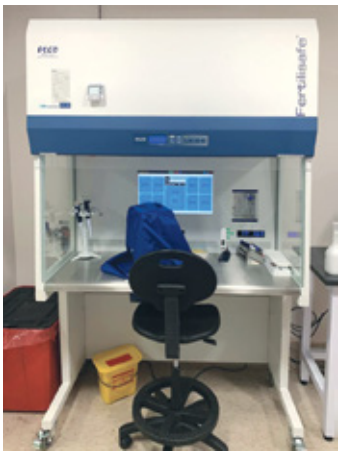
	Position	Designation
Taiwan		
John Tan	BDM	Medical Sales
Jason Chen	Service Engineer	Medical Service
Thailand		
Khattiya Sonsanam	BDM	Medical Sales
Keerati Narach	Service Manager	Medical Service
Bongkoch (Bo)	Pre-sales customer service	Backoffice Support
Vietnam		
John Hyun	BDM	Medical Sales
Chris	Service Engineer	Medical Service
Timmy	Service Engineer	Medical Service
Austin	Service Engineer	Medical Service
Tony	Service Engineer	Medical Service
Queen	Product Sales Support/ Sales Order Processing	Backoffice Support
Lily	Product Sales Support/ Sales Order Processing	Backoffice Support
Anna	Service Sales Support/ Sales Order Processing	Backoffice Support
Ivy	Service Sales Support/ Sales Order Processing	Backoffice Support
Celina	Order to Factory & Shipping	Backoffice Support
Kate	Accounting	Backoffice Support
Stella	Accounting	Backoffice Support

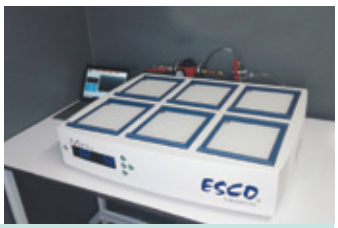
Equipment Installations: South Africa

Esco's South African office has successfully installed different Esco Medical products in medical institutions and clinics throughout Southern Africa.

La Femme Fertility Clinic
Dr. Pieta Geyser is the founder and owner of La Femme Fertility clinic, which is based in Rustenburg, North West. The installation was done in 2019.
Equipment: CelCulture® CO_2 Incubator, MIRI® Multiroom Incubator, Multi-Zone ART Workstation







Family Matters Fertility Centre
Is the first female-owned Fertility Clinic in South Africa. Dr. Qinisile Patricia Diale (founder and owner) partnered with embryologist, Mr Barth Tambwe to help their patients on the journey to parenthood. Installation was done in December 2019.
Equipment: MIRI® Multiroom Incubator, CelCulture® CO_2 Incubator, Multi-Zone ART Workstation

Faculty of Veterinary Science *In Vitro* Fertilization Lab
Embryologist: Mario Smuts NHDip. Vet. Tech., MSc. (Veterinary Science).
This installation was done in May 2020.
Equipment: Anti-Vibration Table

Wijnland Fertility Clinic
Dr. Johannes and Lizanne van Waart are the proud Founders of Wijnland Fertility clinic, which is based in Stellenbosch, Western Cape.
This installation was done in December 2019.
Associated clinicians:
Dr. Candice Morrison & Dr. Paul Dalmeyer
Equipment: Mini MIRI® Incubator

Sandton Fertility Clinic
Managed by Dr. Goolam H Mohamed and Dr. Razina Patel (both Fertility specialists and Gynecologists) and Lab Director Prashan Mahraj. This installation was done in 2018, with an addition of the Esco Mini MIRI® in 2019.
Affiliates of Sandton Fertility:
Dr. Wynand Van Tonder
Dr. Khathu Mukhudwani
Dr. Alta Maphalala
Dr. Ilonda Mahoma
Equipment: Multi-Zone ART Workstation, MIRI® Multiroom Incubator, Mini MIRI® Incubator

GRATITUDE POST

Esco Medical successfully held its own virtual exhibit during the 10th - 14th of Augustus 2020. On behalf of the entire team, we thank everyone who visited and supported our online exhibit. We hope to see you again in our next event.

@escomedical

Manufacturer:
Esco Medical Technologies, Ltd.
Draugystes g. 19, 51230 Kaunas, Lithuania
Service address: Please contact your local distributor for details.
Users of Esco Medical products should not hesitate to contact us if there are any unclear points or ambiguities in this newsletter.

Manufactured for and sold under company trade mark:
Esco Medical ApS
Kringelled 10, 8250 Egå,
Denmark
Tel.: +45 53973067

Esco Micro Pte Ltd
21 Changi South Street 1,
Singapore 486777
Tel.: +65 6542 0833
Fax: +65 6542 5732

medical@escoglobal.com **www.esco-medical.com**